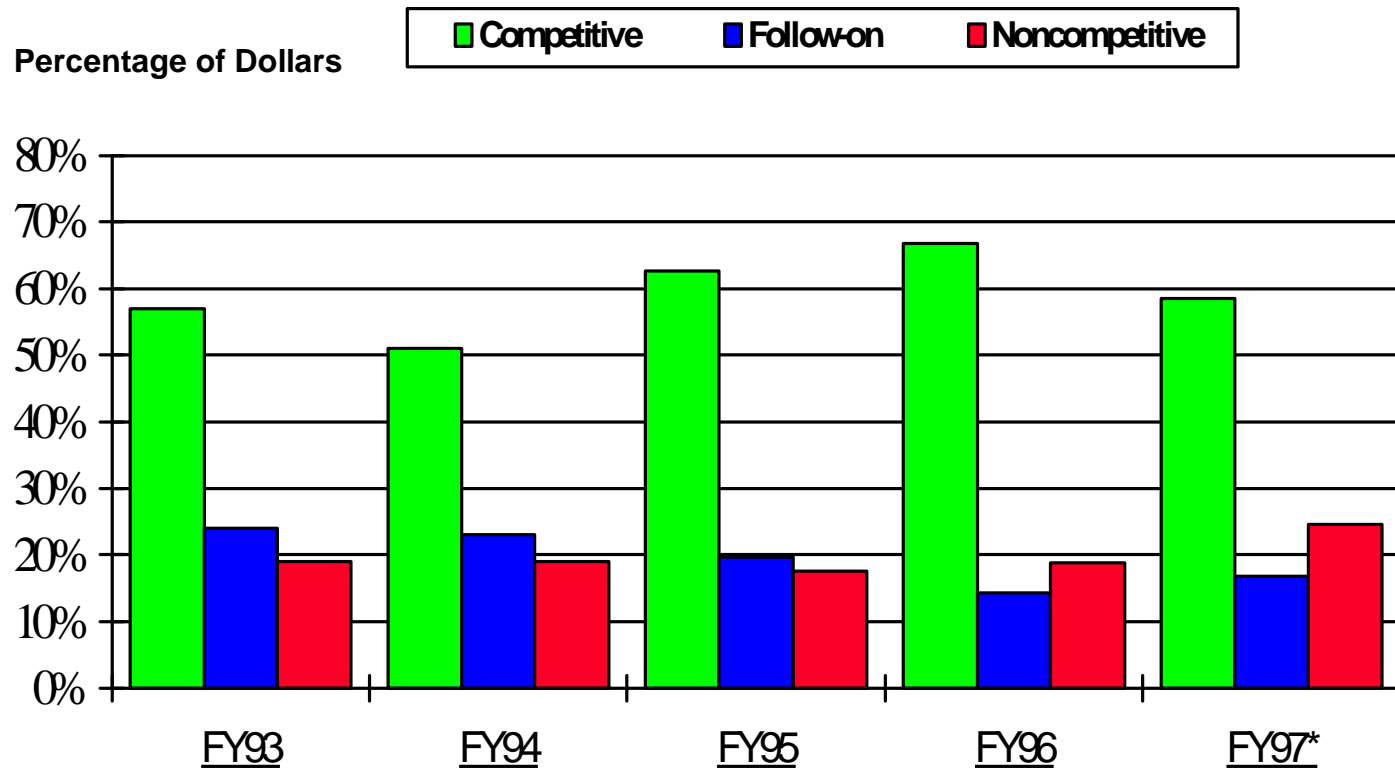


# AIR FORCE CONTRACT COMPETITION (DOLLARS)

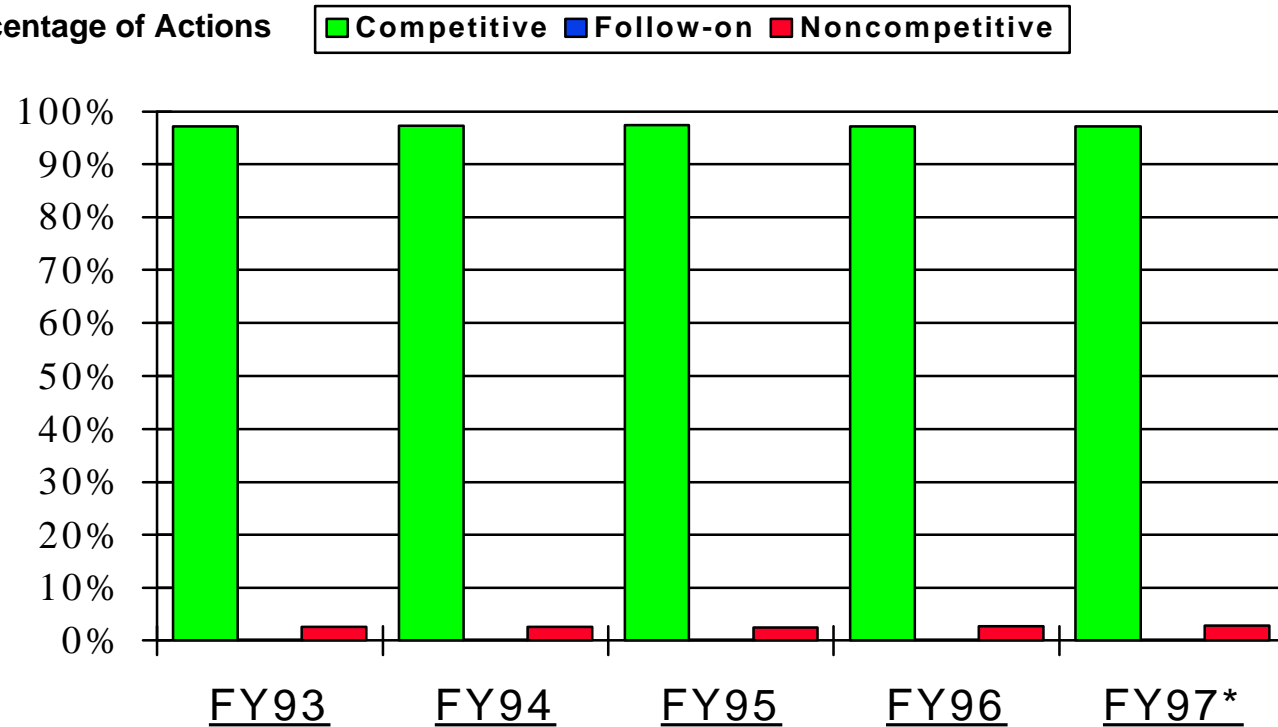


Total (Billions)	\$36.0	\$36.8	\$29.2	\$29.7	\$ 6.8
Competitive	57%	51%	63%	67%	58%
Follow-on	24%	23%	20%	14%	17%
Noncompetitive	19%	26%	17%	19%	25%

\* Data as of 31 Dec 96

# AIR FORCE CONTRACT COMPETITION (ACTIONS)

Percentage of Actions

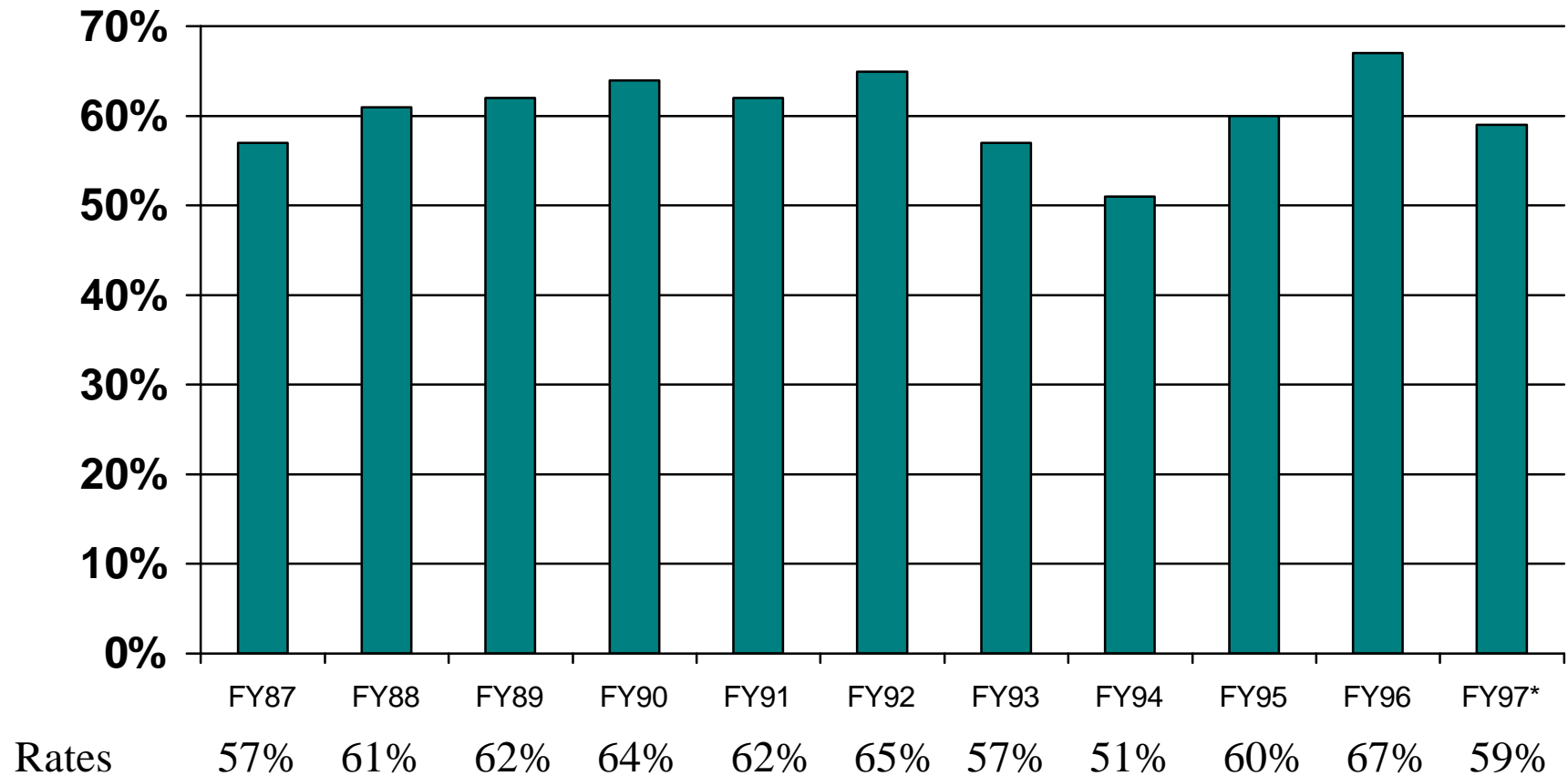


Total Actions (Millions)	2.5760	2.2400	2.0374	1.5778	.1533
Competitive	97%	97%	97%	97%	97%
Follow-on	< 1%	< 1%	< 1%	< 1%	< 1%
Noncompetitive	3%	3%	3%	3%	3%

\* Data as of 31 Dec 96

# Air Force Competition Dollars

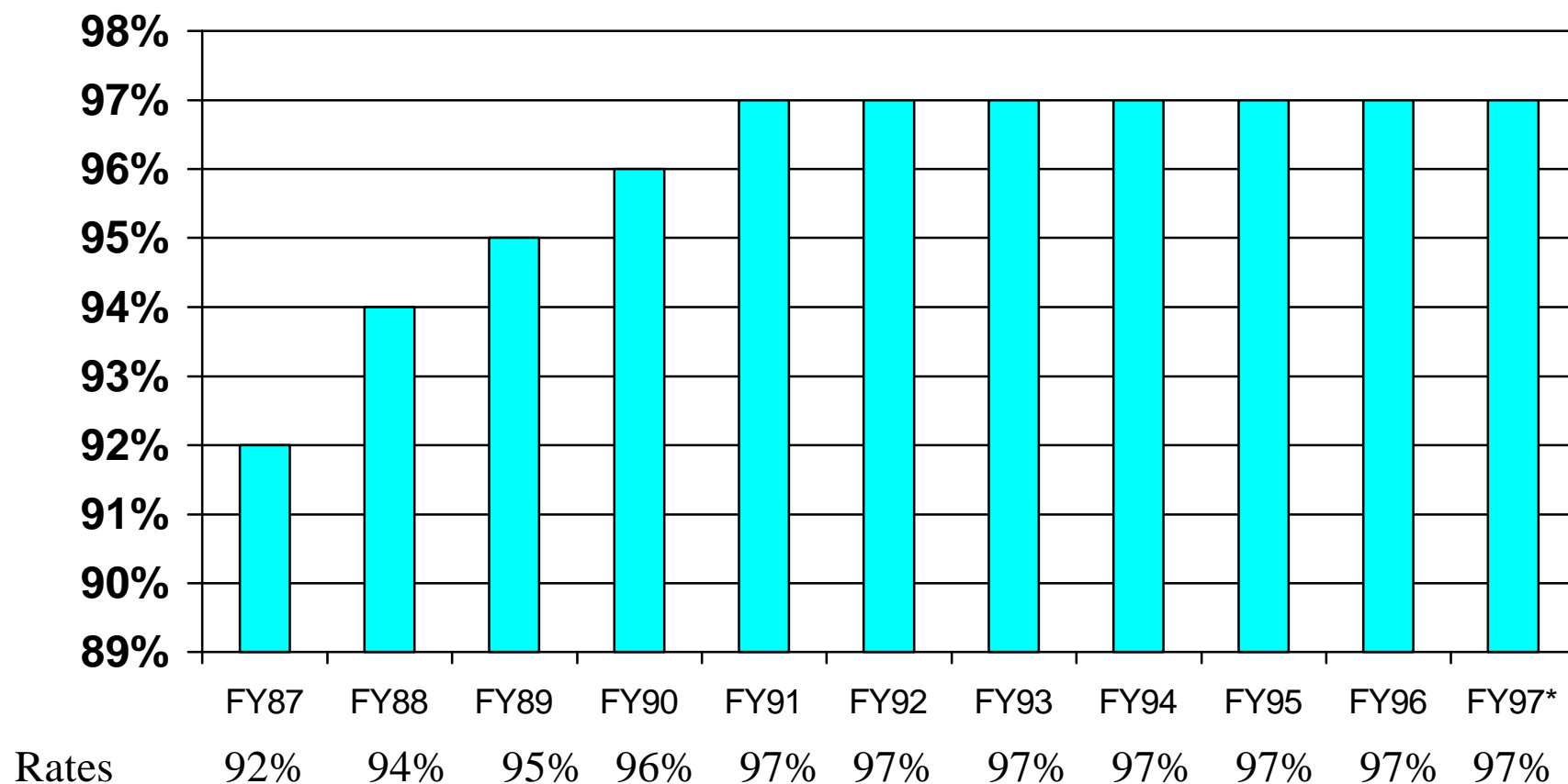
10 Year Trend



\* Data as of 31 Dec 96

# Air Force Competition Actions

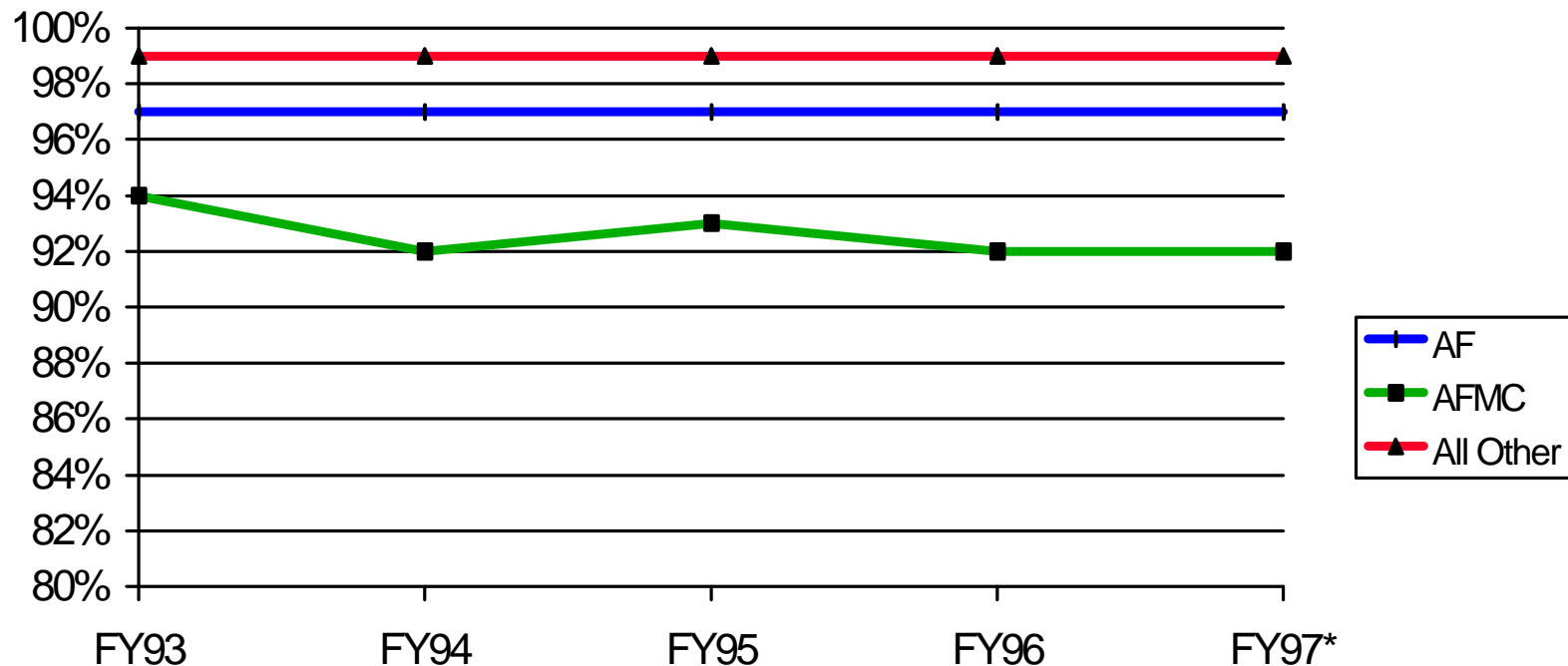
10 Year Trend



\* Data as of 31 Dec 96

# AF Competition Performance Trends

## ACTIONS

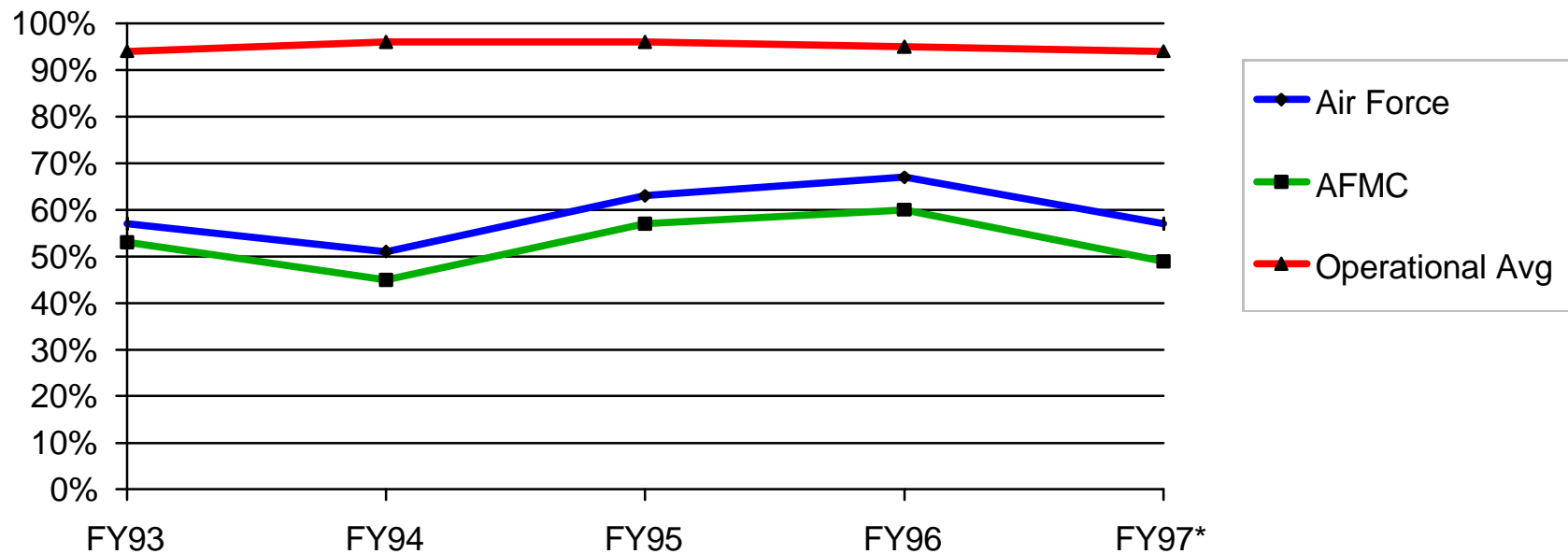


AF	97%	97%	97%	97%	97%
AFMC	91%	94%	92%	93%	92%
All Other	99%	99%	99%	99%	99%

\* Data as of 31 Dec 96

# AF Competition Performance Trends

DOLLARS

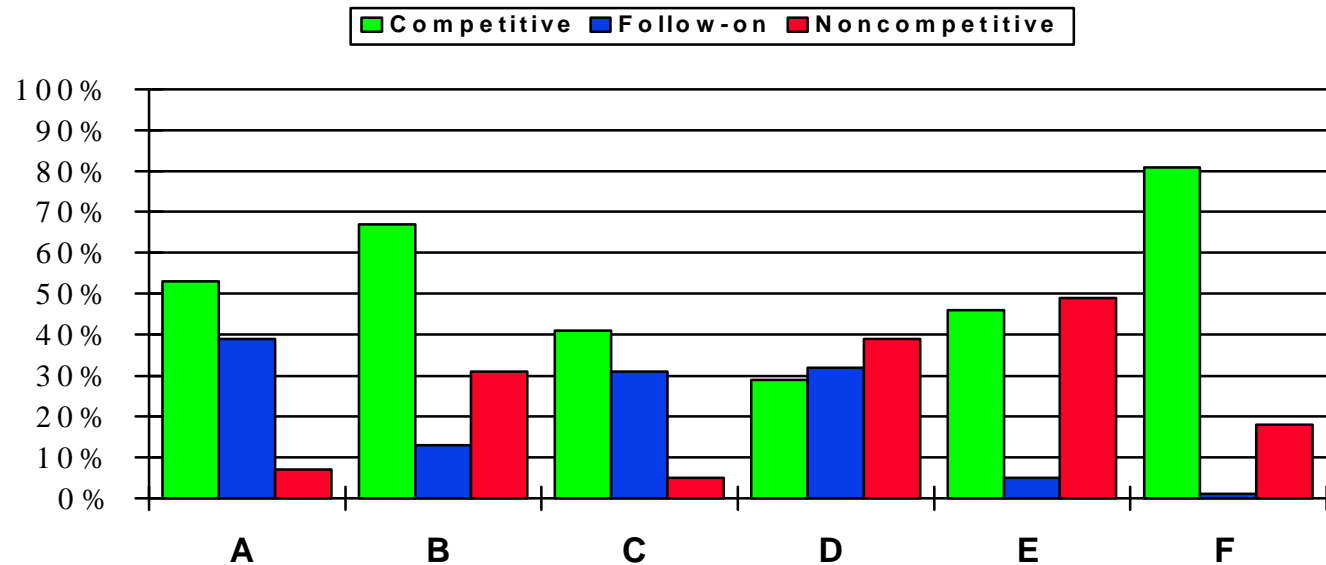


AF	FY93	57%	FY94	51%	FY95	63%	FY96	67%	FY97*	57%
AFMC	FY93	53%	FY94	45%	FY95	57%	FY96	60%	FY97*	49%
Other	FY93	94%	FY94	96%	FY95	96%	FY96	95%	FY97*	94%

\* Data as of 31 Dec 96

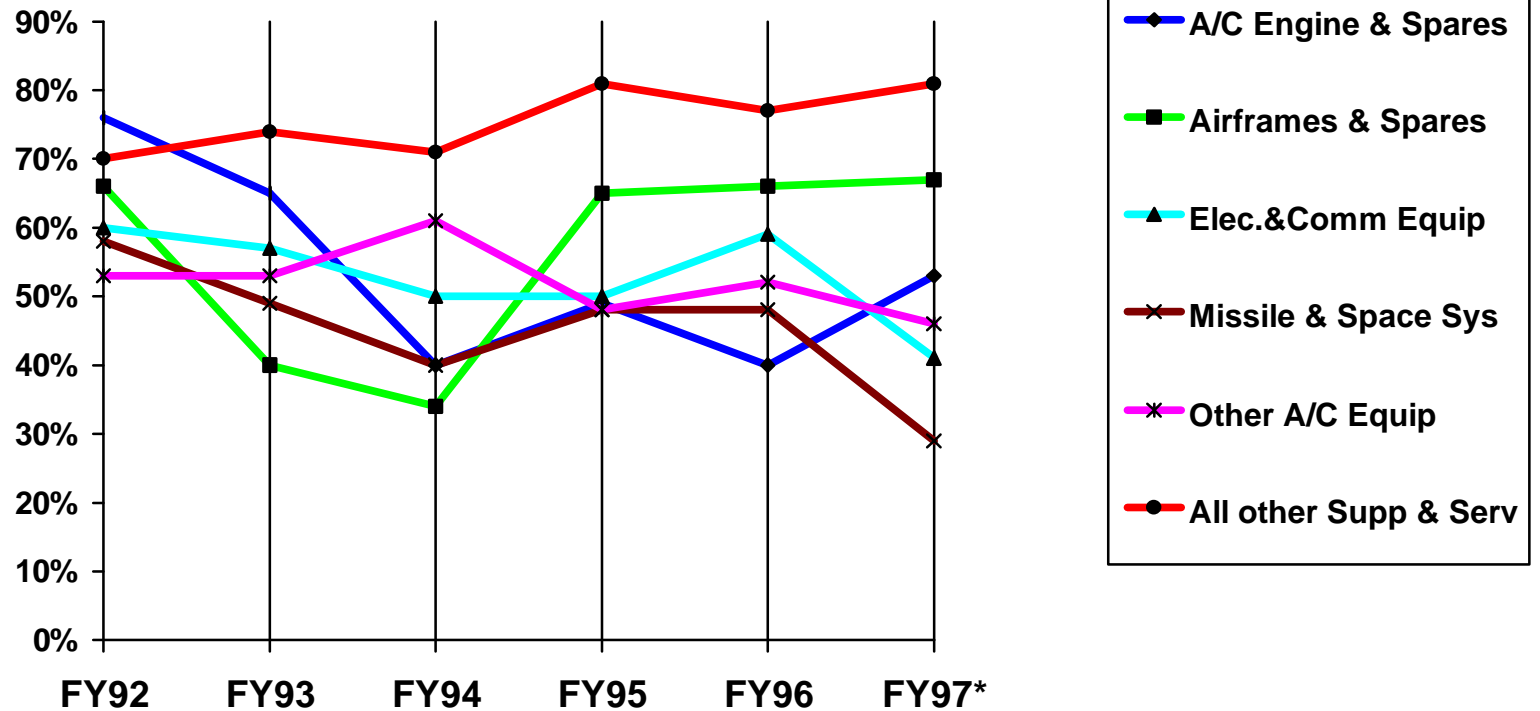
# AIR FORCE COMPETITION BY COMMODITY CATEGORY - AS OF 31 DEC 96

Percentage of FY97 Dollars Obligated



<u>CATEGORY</u>	<u>Total Dollars (Billions)</u>	<u>% of Total Dollars</u>	<u>Competitive %</u>	<u>Follow-on %</u>	<u>Non- Competitive %</u>
A. AIRCRAFT ENGINE & SPARES	\$ .6	9%	53%	39%	7%
B. AIRFRAMES & SPARES	\$1.1	16%	67%	13%	21%
C. ELECTRONIC & COMM EQUIP	\$1.1	16%	41%	31%	29%
D. MISSILE & SPACE SYSTEMS	\$1.2	18%	29%	32%	39%
E. OTHER AIRCRAFT EQUIPMENT	\$ .4	6%	46%	5%	49%
F. ALL OTHER SUPPLIES & SERVICES	<u>\$2.4</u>	35%	81%	1%	18%
Total	\$ 6.8				

# AF Competition Trends - \$ Competitive

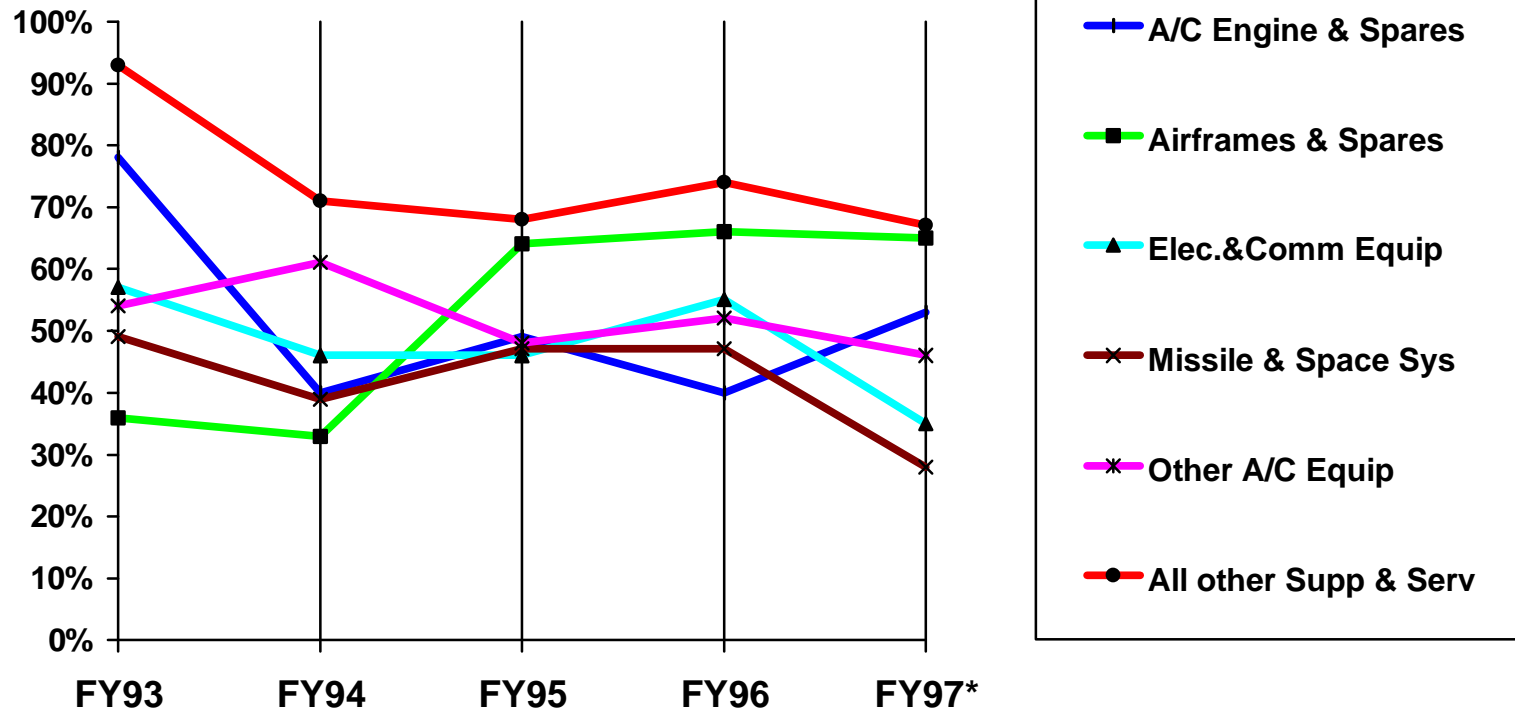


	FY92	FY93	FY94	FY95	FY96	FY97*
A/C Eng & Spares	76%	65%	40%	49%	40%	53%
Airframes & Spares	66%	40%	34%	65%	66%	67%
Elec & Comm Equip	60%	57%	50%	50%	59%	41%
Missile & Space Sys	58%	49%	40%	48%	48%	29%
Other A/C Equip	53%	53%	61%	48%	52%	46%
All other	70%	74%	71%	81%	77%	81%

Data as of 31 Dec 96



# AFMC Competition Trends - \$ Competitive



A/C Eng & Spares	78%	40%	49%	40%	53%
Airframes & Spares	36%	33%	64%	66%	65%
Elec & Comm Equip	57%	46%	46%	55%	35%
Missile & Space Sys	49%	39%	47%	47%	28%
Other A/C Equip	54%	61%	48%	52%	46%
All other	93%	71%	68%	74%	67%

Data as of 31 Dec 96

# FY97 Goals and Performance

<u>MAJCOM</u>	<u>DOLLARS</u> *	<u>ACTIONS</u> *	<u>GOAL</u>
ACC	97%	99%	95%
USAFA	95%	87%	95%
AFSPC	93%	98%	95%
USAFE	97%	99%	95%
<b><i>AFMC</i></b>	<b>49%</b>	<b>92%</b>	<b>57%</b>
AETC	97%	98%	95%
11 CONS	87%	88%	67%
AFRES	94%	96%	95%
AFSOC	98%	97%	95%
AMC	95%	98%	95%
PACAF	82%	98%	95%
AIA	70%	85%	76%
<b>AIR FORCE TOTAL</b>	<b>57%</b>	<b>97%</b>	<b>64%</b>

Data as of 31 Dec 96